

THIRTY-THREE STATES SHOW
150,000 AUTO INCREASE

More Cars Sold in Past Six Months Than in Any Other Period, but Mostly Cheaper in Price.

New York, July 18.—More automobiles have been sold during the first six months of 1914 than in any other similar period in the history of the industry, but, generally speaking, they have been cars of the smaller and less expensive types, and the period has shown a decrease in the amount of business, measured in dollars and cents, from the first six months of 1913.

It is the opinion of competent authorities that the last six months of the present year will fall below the same period of last year in volume of business in the automobile industry. These authorities also predict from the showing of the present season and from the number of cars now in use per capita of population in the United States, that the total number of cars in the country will be considerably more than 1,000,000, that the small and inexpensive car will be the car of the future, in general, the manufacturers of high-priced machines have felt no loss in business, but, on the other hand, their market is not expanding.

Conditions in the automobile industry for the present year may be summarized by saying that trade has been good, is now fair, but is expected to fall off during the remainder of the year.

As compared with other industries, judged on the basis of exports, the automobile business has stood up well during the six months just ended. The comparative statistics for first four months of 1914, as compared with the same months of 1913, show a total American export for January, February, March and April, 1914, amounted to \$75,081,024, while for the same four months of 1913 the total was \$71,611,048, or a decrease this year of 4.7 per cent.

The figures for motor vehicle exports in the first five months of the respective years show a considerable increase. In 1913, the total value of exports was \$12,324,922, or a decrease of only 3.5 per cent. In 1914, the total value of exports was \$12,324,922, or a decrease of only 3.5 per cent. In 1914, the total value of exports was \$12,324,922, or a decrease of only 3.5 per cent.

Exports of motor cars during the first six months of 1914, as compared with the same months of 1913, show an increase for these States from 1,000,000 to 1,200,000, or a gain of 20 per cent.

The State registration data, according to the figures, is as follows:

State	Jan. to June 1914	Jan. to June 1913
New York	10,000	9,000
Illinois	10,000	9,000
California	10,000	9,000
Ohio	10,000	9,000
Pennsylvania	10,000	9,000
Michigan	10,000	9,000
Massachusetts	10,000	9,000
Minnesota	10,000	9,000
Indiana	10,000	9,000
New Jersey	10,000	9,000
Wisconsin	10,000	9,000
Missouri	10,000	9,000
Connecticut	10,000	9,000
Washington	10,000	9,000
Georgia	10,000	9,000
South Dakota	10,000	9,000
North Dakota	10,000	9,000
Maryland	10,000	9,000
North Carolina	10,000	9,000
Virginia	10,000	9,000
New Hampshire	10,000	9,000
Nebraska	10,000	9,000
Kentucky	10,000	9,000
West Virginia	10,000	9,000
Alabama	10,000	9,000
Florida	10,000	9,000
Arkansas	10,000	9,000
Idaho	10,000	9,000
New Mexico	10,000	9,000
Utah	10,000	9,000
Montana	10,000	9,000
Wyoming	10,000	9,000
Colorado	10,000	9,000
Arizona	10,000	9,000
Nevada	10,000	9,000
Oregon	10,000	9,000
Washington	10,000	9,000
Total	1,200,000	1,000,000

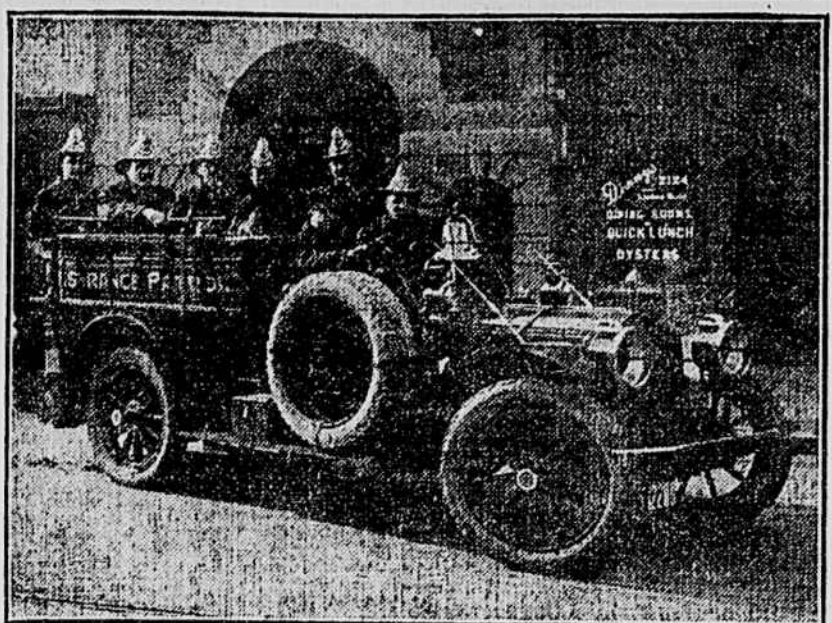
*Registration, January, 1914.
January to June 1914.
January to June 1913.

Motorcycle Sales Summary.

The Rev. A. M. Wachs, a missionary in Korea, has found his motorcycle a valuable help to him in his work, both because of its low cost of operation and the time it saves him in going from place to place. Mrs. Wachs, who is in Korea with her husband, also accompanies him on his trips.

As an example, what our motorcycle means to us, says Dr. Wachs, "I take this little trip which we made together recently. We left our house at 8 o'clock on Sunday morning, went out twenty-three miles, and I preached at two places and wife taught Sunday school class, and we were both back before 1 in the afternoon. If I had made the same trip traveling the way I did before I got the motorcycle I would have been gone the better part of two days."

'Nobby Tread' Tire Carries 4 Tons 3 Years



The left front "Nobby Tread" tire on the Philadelphia Insurance Patrol Truck pictured has been in service for three years. The truck, with its crew, weighs more than four tons. It is interesting to note that the "nob" is not worn off the shoe, and the tire apparently will carry its heavy burden for many, many more miles.

IMPORTANT ADDITIONS
TO GRANT SALES FORCE

Several important additions to the staff of the Grant Motor Company, Piquette, O., have been made necessary by the rapidly increasing business of the company, which has already put out over 2,000 cars for 1914, of which number over 500 were manufactured and shipped in May. The growth of the Grant Company has been one of the most successful recorded for the season of 1914, and in fact one of the most rapid and successful ever known. Composed of men, all veterans of the motor car industry, and actively employed in executive capacities since the inauguration of the business, the Grant Company has grown naturally through the unlimited experience and knowledge of its members in manufacturing and selling.

R. A. Green, formerly connected with the Oakland Motor Car Company, of Pontiac, and more recently with the New York branch of the Oakland Company, has been appointed territorial manager for Wisconsin.

Benton Freeman, formerly a member of the sales force of the Oakland Company, has received the appointment of territorial sales manager for the State of Iowa, and William Lehman, formerly production manager of the Commercial Motor Car Company, has accepted the position of special representative of the Grant Company, and has started on a trip through the West.

Care of Leather Tops.

Leather tops often become spotted, due to the fact that rain water has not been brushed off with a cloth. Usually the water is allowed to evaporate, but the inevitable result is a number of unsightly spots. These, and spots due to other causes, may be removed by using spirits of salt ammoniac as the cleanser. A little of the spirits should be allowed to remain on the spotted portion of the top for a few minutes and then rubbed off. The top should then be washed with clean water and dried with a cloth. This method usually is successful.

In snowy weather the best method of preserving the top is by the use of castor oil. If applied but once a month it not only keeps the top water-proof, but preserves the leather. The oil should be applied with a soft rag and rubbed in. A former practice and one which has been found to rot the leather instead of preserve it.

White Lead for Connections.

A leaky water connection can be very readily repaired in the majority of cases by simply loosening the connection, applying a generous coat to surfaces of the flanges, the gaskets to the male portion of the joint, and then securing the connection again and leaving it stand for a few hours to give the white lead a chance to set.

A leaky water connection is a very annoying condition; it makes necessary

the replenishing of the water supply of the radiator at frequent intervals if overheating is to be avoided; the rust markings of the leaking water gives the motor an untidy appearance, and if the required replenishing of the water supply is not carefully attended to considerable damage can be done to the internal mechanism of the motor as a result of the overheating.

The motorist or repairman who finds difficulty in fitting a new piece of hose to the male metal portion of a radiator or water manifold can greatly facilitate the operation by use of white lead as above mentioned. The white lead is oily and permits the rubber lining of the hose to slip onto the metal connection very easily, thus preventing it from being skinned or scraped from the fabric and clogging up the entrance to the metal connection. The oil in the white lead has a slight disintegrating effect upon the rubber, that keeps the rubber and the white lead in a comparatively soft condition. This insures a water-tight joint, keeps the rubber from cracking, and makes it easy to disconnect the rubber hose.

Fills Novel Order.

"If you can deliver us two cars, driving them overland from St. Louis, we'll pay for them," declared a citizen from Harding, Mo., in the heart of the Ozarks to Manager Simons of the Studebaker St. Louis branch. The cars made the trip of 15 miles without incident, though over roads much of which had never been traveled by an automobile.

Takes Place of Mail Train.

The motorcycle has solved a serious problem of the Bulletin, a daily paper of Bloomington, Ill. When the evening train over the Big Four was taken off, the Bulletin was at a loss how to serve its many subscribers at Gilliam, Downs, Leroy, Farmer City and Mansfield, who had received their papers on this train. However, the matter was soon settled by the employment of a motorcyclist who now rides out to these towns each evening, delivers the papers to subscribers, and chucks back to Bloomington in the early evening.

New Studebaker Plant.

The Studebaker Corporation has added to its string of Detroit plants the large structure formerly occupied by the American Harrow Company. This plant will be known as plant No. 2 and will be used as a parts repository and a receiving station.

Great Year for Dealers.

That Studebaker dealers the country over have made more money up to date this season than in any prior year is the statement of L. J. Oiler, the Studebaker sales manager, who has made a thorough trip of inspection throughout the entire country.

Watch for Oil Leaks.

A point deserving attention at the hands of many automobile designers is that of making cars oil-tight. This is a fault found justly in evidence at points in housing carrying loads of heavy grease which often causes out-damaging bluish and collecting dust.

Motorcycle Notes

A motorcycle special delivery company has been established in Macon, Ga. And although in business but a short time, the company already has many patrons.

A single rider on a motorcycle is now doing the work of three bicycle deliverymen at the Crosby Department Store of Topeka, Kan.

About fifty motorcycles are used by the Bell Telephone Company in Allegheny County, Pa. The county is very rough and hilly, and the two-wheeler is about the only vehicle which can successfully cover it.

Twenty-five thousand miles is the distance for delivery purposes by Carson, Pirie & Scott, of Chicago, and the machine apparently is good for another 25,000 miles.

Seven additional motorcycles have been purchased for use of the signal corps of the Second Division of the army stationed at Texas City.

Mr. and Mrs. W. B. Flaherty, of Atlanta, Ga., are making a honeymoon motorcycle trip to the Pacific Coast.

Volney Davis, holding the ocean-to-ocean motorcycle record until Baker's recent transcontinental run, is making a motorcycle trip from San Francisco to Texas.

W. B. Haupt was recently graduated from the Agricultural College of California.

Immediately after the graduation, Haupt mounted his motorcycle and sped over the 600 miles separating him from his home in Redlands.

About seventy-five motorcycles were in line to help celebrate Rose Festival Day at Portland, Ore.

A number of the inspectors for the New York Society for the Prevention of Cruelty to Animals have been supplied with motorcycles.

A feature of the recent outing of the Quinceville Motorcycle Club was the number of women who attended, riding tandem, in side-cars and on single machines.

The Concord Motorcycle Club of Concord, N. H., recently affiliated with the Federation of American Motorcyclists.

A 25-mile endurance run is being planned by the Chesapeake Motorcycle Club of Baltimore. The event will be held under F. A. M. rules.

Great Britain in Line.

The Post-Office Department of Great Britain has purchased twenty motorcycles to use as an experiment for delivering mail in the rural communities.

And it is predicted that in less than a year the horses will be entirely replaced by the motorcycle for postal service. America has long appreciated the value of the motorcycle in the rural districts, and there is hardly a post-office in the United States from which rural carriers go out but what one or more of the carriers ride a motorcycle.

Studebaker at Exposition.

A space of 8,000 square feet has been allotted to the Studebaker Corporation by the Pan-American Exposition for an exhibit of motor cars and horse-drawn vehicles.

FROSTING ELECTRIC BULBS

The direct light from clear bulbs as used in repair shops in annoying when a man must work by that light for a considerable period, and as a suggested remedy the bulbs should be frosted.

Frosting of the bulbs subdues the light sufficiently to allow the

repairman to work under it for a long while without becoming dizzy when the eyes are lifted. Aside from being valuable as a means of subduing the light of bulbs in the garage and repair shop, the frosting may be used for headlight bulbs, as types of this sort have been accepted by headlight committees in various cities. A very satisfactory solution for frosting bulbs is made by mixing the following substances: Sandarac, two ounces; mastic, one-half ounce; ether, twenty-three ounces, and benzine, fifteen ounces. The mastic and sandarac should be ground together and then mixed with the solution of ether and benzine. After the solution has been prepared it should be placed in a deep bowl large enough to accommodate a bulb. The latter is immersed in the solution and the extent of the frosting will depend largely upon the number of

times the bulb is immersed. The second coating should not be applied until the first has dried thoroughly.

Ready for St. Louis Meet.

Early next week motorcyclists will turn their eyes to St. Louis, and hundreds of them will slip into the saddle and head for the Missouri city, where the biggest motorcycle event of the year is to be staged, July 12, 13, 14 and 15.

The national convention of the Federation of American Motorcyclists annually attracts a great gathering of its members, who frolic through the tours and endurance runs having their terminus in the convention city, and are rewarded with three or four days of business and pleasure during the convention sessions and recreations.

A number of tours and runs have been arranged for this year, and it is probable that Monday will find many motorcyclists on the trail for St. Louis.

The veterans' tour from Chicago promises to be one of the most unique of all the tours in the history of the sport. Another

tour will start in Aberdeen, S. D., another in Central Ohio, and still another in Kansas. In addition to these organized tours, there will be many motorcyclists who will go to St. Louis in twos and threes.

The tourists will arrive in St. Louis on Wednesday, July 15. A reception committee will be waiting for them. After the riders have been escorted to the official hotel, there will be a smoker in the evening. The business sessions of the convention will be held in the mornings of July 16, 17 and 18. Splendid racing programs have been prepared for one afternoon and one evening.

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THE Chandler still leads—not on promises but on performances. The new 1915 price is an instance of its leadership. Such a price—\$1595—seems impossible but it's true, and the car is an even better car than the 1914 Chandler, which brought the most excellent service to purchasers all over America.

There are no radical changes in the 1915 model. There couldn't be, for the Chandler last year was distinguished by high-class features—such as Bosch magnet, imported annular ball bearings, genuine imported silent chains for driving motor shafts, separate unit electric starting and lighting system, cast aluminum motor base, etc., etc.—but all through the 1915 model are refinements and improvements.

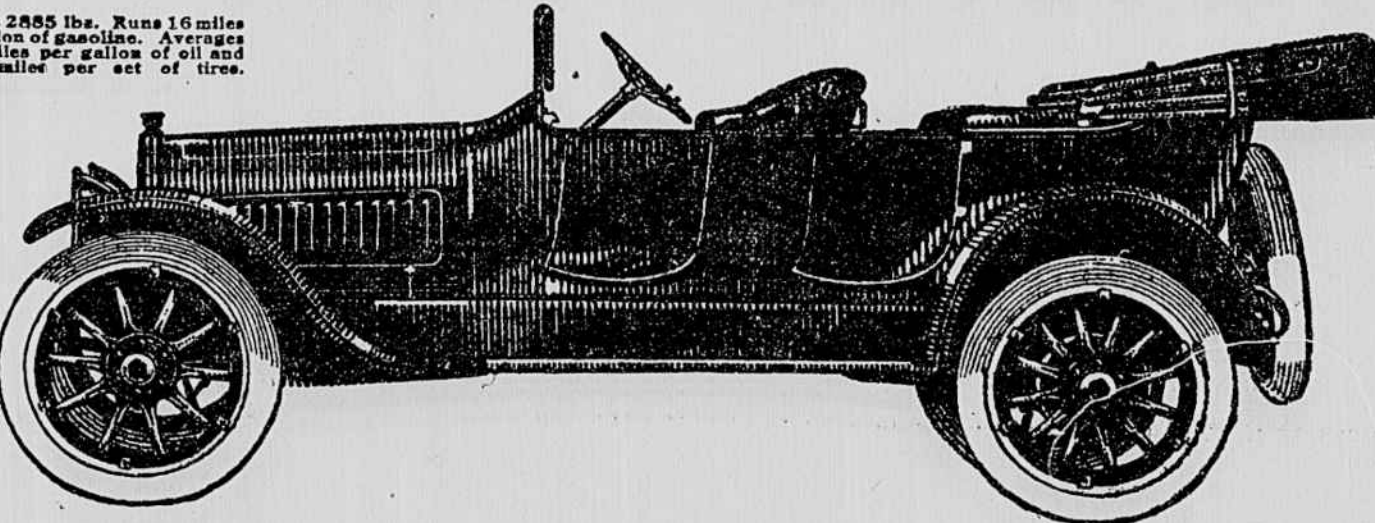
And there is a ten per cent increase in power.

The pure stream-line body, sweeping in unbroken lines from the bow of the tonneau to the deep Mayo radiator, makes the Chandler the last word in motor car beauty.

The 1915 price marks the willingness of the Chandler manufacturers to divide their prosperity with their purchasers.

Come see the Chandler. Come ride in it. Come drive it, if you drive. Come get acquainted with the marvelous Chandler motor. We are glad to let this car speak for itself.

Weights 2855 lbs. Runs 16 miles per gallon of gasoline. Averages 700 miles per gallon of oil and 7000 miles per set of tires.



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